

BCM One for Private Equity

About BCM One

BCM One has been helping organizations of all sizes meet their business network infrastructure and communication needs since 1992. We offer a broad portfolio of managed technology solutions including:



NextGen Communications

- › Enterprise Teams
- › UCaaS
- › SIP Trunking
- › Managed SIP



Managed Services

- › Managed Global Connectivity
- › Managed SD-WAN
- › Secure Access Service Edge (SASE)
- › Security as a Service
- › Technology Expense Management

We excel at servicing multi-site, highly distributed organizations, and have particular expertise in the following verticals:



Financial



Education



Nonprofit



Healthcare



Retail/
E-commerce

What sets BCM One apart

Our service-focused approach

We begin with your business requirements and IT challenges and build a custom solution from there. Our clients may start out with our Global Connectivity and/or Enterprise Teams solutions at first and then will build on from there, adding solutions they need over time from our technology stack of offerings.

Enterprise businesses choose to work with BCM One based on our technical and telecom expertise, minimal red tape, and one bill/one contact to call throughout the life of the client partnership. We will assign you a team of experts to partner with you throughout solution design, installation, and ongoing account management. Our client relationships are partnerships—we invest time and resources in you, and give you access to our deep bench of technical experts who have thousands of hours of experience solving problems, enabling you to leverage subject-matter and industry experts that few companies could assemble in-house.



How BCM One works with private equity firms and their portfolio companies

BCM One has deep experience in the financial industry, but more importantly, we understand the unique needs of private equity (PE) firms. BCM One partners with PE clients to ensure their portfolio companies have the right technologies in place to cost-efficiently meet short-term requirements and long-term goals. This includes:

- **Technology design** to meet specific objectives within your portfolio. For example:
 - For companies preparing to be sold: We help streamline the systems and technology in place.
 - For companies in growth mode: We develop a unified technology design to be used as a template for new acquisitions to simplify integration.
 - For companies in transition: We create a migration path based on specific requirements, timelines, and budgets.
- **Managed services** that enable portfolio companies with lean IT teams to benefit from high-quality next-gen voice communications and Internet connectivity.
- **Technology audits and our proprietary Sophia™ technology expense optimization platform** to help understand actual technology spend, identify waste and opportunities for optimization, ensure contracts reflect fair market pricing, and automate the invoice management process.

Spotlight on cost savings and smarter IT spending

IT costs represent a significant portion of most organizations' budgets. Some of that money is well spent, but our years of experience helping IT teams understand and manage their spending has taught us that a shocking number of dollars are wasted every year. When budgets need tightening, IT is a smart place to look for opportunities to invest more efficiently. Our account team will meet with you to learn about your business and technology needs and identify any immediate areas of focus.



What are your biggest technology challenges?

BCM One works with your team to tackle your technology objectives—or even take them on ourselves if that best suits your needs.

Contact us today to see how we can help with your technology goals.

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